



# FEMA

Acquisition Management Division

# Industry Liaison Program (ILP) Quick Overview

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Industry Liaison Program

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# FEMA





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## Industry Liaison Program

The Industry Liaison Program (ILP) is one point of entry for vendors seeking to do business with FEMA. The program coordinates vendor presentations and industry days, conducts market research, responds to informal congressional requests, and performs vendor analysis reporting.



*"How ILP Supports its Stakeholders"*

The ILP staffs an Industry Liaison Support Center (ILSC) which serves as the central hub of the entire program. The majority of all requests for services are routed through the ILSC.





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## LBTT and the Stafford Act: Section 307



### *Stafford Act: Section 307 “Use of Local Firms and Individuals”*

- Mandates the transition of disaster requirements from non-local vendors, where feasible and practicable, to organizations, firms, and individuals residing or doing business primarily in the area(s) affected by a major disaster or emergency

FEMA’s Office of the Chief Procurement Officer (OCPO) established the **Local Business Transition Team (LBTT)** in response to *Section 307*



- LBTT **facilitates** the transition of disaster requirements by assisting the JFO acquisition staff and programs with identifying requirements, assessing transition feasibility, and creating acquisition packages for contract award
- LBTT **coordinates** business outreach activities with the JFO staff and External Affairs – Private Sector
  - Educates local vendors through procurement education seminars to foster successful business participation during recovery efforts



## A new external website to support our external stakeholders and vendors

The screenshot shows a web browser window displaying the FEMA Private Sector Industry Index website. The browser's address bar shows the URL <http://www.fema.gov/privatesector/industry/index.shtm>. The website features a blue header with the FEMA logo and navigation links: Home, About FEMA, Disaster Information, Plan & Prepare, Recover & Rebuild, Apply for Assistance, and FEMA for You. A search bar is also present. The main content area is titled 'About FEMA Industry Liaison Program' and includes a 'Quick Start Process for Vendors' section. Below this, there are four images with captions: 'MISSION', 'VENDORS', 'CURRENT DISASTER', and 'CONTACT US'. The 'VENDORS' section is highlighted, showing a list of links for vendors to register and update their information. The 'Important Links' section on the right provides links to various FEMA resources, including the 'How to do Business with FEMA' brochure and the 'Submit Vendor Profile' form. The 'Quick Links' section on the right provides links to the Department of Homeland Security, Open for Business, Central Contractor Registration (CCR), FedBizOpps (FBO), Federal Interagency Data Online (FIDO), Federal Procurement Data System (FPDS), Online Representations and Certifications Application (ORCA), and Additional Resources. The footer of the website states: 'FEMA does not endorse any private or non-profit entities, but provides this data on its web'.

<http://www.fema.gov/privatesector/industry/index.shtm>



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## Industry Liaison Program's Impact

Up



Down

Congressional Requests



Congressional Complaints



Congressional Request  
Responsiveness



Vendor Access to  
FEMA Programs



Vendor Requests



Acquisition & Program  
Office staff satisfaction with  
vendor process





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## Vendor Referrals or ILP Support Questions?

• Who do I refer vendors to that desire to do business with FEMA?

• Who sets up vendor presentation meetings for a program office?

• How can I get assistance with market research?

• Can I get assistance with setting up an industry day?

## Industry Liaison Support Center

**Support Number:  
(202) 646 – 1895**

**Email:**

**[FEMA-Industry@dhs.gov](mailto:FEMA-Industry@dhs.gov)**

**[http://  
www.fema.gov/  
privatesector/industry/  
index.shtm](http://www.fema.gov/privatesector/industry/index.shtm)**



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# Questions?